

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

C O N F I D E N T I A L STATE 094126

E.O. 11652: GDS

TAGS: ETRD, BEXP, TC

SUBJECT: ARAB BOYCOTT: GENERAL ELECTRIC

REF: ABU DHABI 968

1. WE HAVE CONVEYED TO GE COUNSEL JOHN J. BARRON, INTERNATIONAL SALES DIVISION (NEW YORK), INFO REPORTED REFTEL RELATING TO JOHN BROWN ENGINEERING (UK) REQUEST FOR ASSURANCES THAT GE WILL BE CLEARED OF BOYCOTT CHARGES, CONTINUING CONCERN ON PART OF GE AGENT (JUMA AL-MAJID), AND GENERAL EMBASSY OFFER TO BE OF ASSISTANCE.

2. FYI. BARRON SURPRISED THAT JOHN BROWN ENGINEERING WOULD RAISE QUESTION OF GE BOYCOTT WITH EMBASSY AND INDICATE POSSIBLE INTENT TO TURN TO OTHER SUPPLIER. BARRON DOUBTS THAT JOHN BROWN'S AGENT IN UAE ACTING ON INSTRUCTIONS FROM UK OR WITH KNOWLEDGE OF UK OFFICERS OF THE FIRM.

3. GE TAKES SERIOUSLY BOYCOTT QUESTION AND IS DOING EVERY-
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THING IT BELIEVES NECESSARY AND APPROPRIATE WITHIN LIMITS

OF U.S. LAWS AND CORPORATE POLICY TO DEAL WITH BOYCOTT CHARGES. PROCESS TO DATE HAS INVOLVED GE RESPONSES BOTH TO GENERAL AND SPECIFIC BOYCOTT QUESTIONS WHICH HAVE RESULTED IN FURTHER REQUESTS FOR DETAILED ANSWERS. PROCESS OF ANSWERING DEMANDS FOR NEW INFORMATION EXPECTED TO TAKE TIME AND REQUIRE EXTENSION OF TIME FRAME PROPOSED IN REQUEST RELAYED TO GE BY AGENTS. END FYI.

4. EMBASSY REQUESTED BY GE AND BY DEPARTMENT TO CONTACT JOHN BROWN ENGINEERING REP IN ABU DHABI AND ADVISE THAT DEPARTMENT HAS BEEN IN TOUCH WITH AUTHORITATIVE SOURCE IN GE INTERNATIONAL SALES DIVISION WHO STATES CATEGORICALLY THAT GE IS NOT CURRENTLY BOYCOTTED AND DOES NOT EXPECT TO

BE BOYCOTTED. FYI: IN KUWAIT, GE IS NOT PERMITTED TO ENTER INTO NEW CONTRACTS PENDING RESOLUTION OF THE BOYCOTT ISSUE BUT GE PRODUCTS CONTINUE TO BE IMPORTED FOR DISTRIBUTION AND SALE. END FYI.

5. NO EMBASSY REPRESENTATIONS TO UAE OFFICIALS ARE REQUESTED BY GE AT THIS TIME. NOR SHOULD EMBASSY SPECULATE ON HOW OR WHEN GE MAY REPLY TO BOYCOTT CHARGES OTHER THAN (IF ASKED) TO INDICATE GE ADVICE TO US THAT IT IS TAKING APPROPRIATE STEPS TO ANSWER INQUIRIES IT HAS RECEIVED. FYI: IT IS NOT OUR INTENTION TO ADVISE GE ON HOW (OR IF) IT SHOULD RESPOND TO ANY OF BOYCOTT INQUIRIES IT HAS RECEIVED. GE IS WELL INFORMED OF OUR POLICY OF OPPOSITION TO BOYCOTT. ROBINSON

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